

**Emergency Medical and Transport Services
Air Ambulance Invitation to Negotiate (ITN)
Evaluation Committee**

Minutes of the May 16, 2003 Meeting

Members Present:

Vincent S. Long, Assistant County Administrator
Andrea Bird, Assistant to the Director of Public Services
Nancy Herndon, Captain Tallahassee Fire Department
Karen Biddy, RN-Air Flight, Tallahassee Memorial Healthcare Air Flight
Joe Sharp, Director Health and Human Services

Staff Present:

Mr. Keith Roberts, Director of Purchasing

The meeting came to order at 3:03 P. M., with Mr. Joe Sharp presiding.

Issue I. Minutes of May 12, 2003 Meeting.

Action: Upon motion of Ms. Bird, duly seconded, the minutes of the May 12, 2003 meeting was approved by a vote of 5-0.

Issue II. Distribution of Additional Materials. Mr. Sharp, reminded committee members that the Open Ratings reports on Air Methods has been received by the Chair and personally delivered or mailed to committee members. Other materials included in the Agenda packet were: 1) A letter from Air Heart in Pensacola by Dr. Gary M. Pablo, Medical Director; and 2) Reference reports from both current and former clients of Air Methods, Inc., and Omniflight, Inc.

Issue III. Evaluation Committee Summary - Discussion. Mr. Sharp and Mr. Roberts suggested that it was appropriate for the evaluation committee to openly discuss the respondents and that the Chair prepare an Evaluation Committee Summary. The members reviewed the reference reports. A lengthy discussion ensued.

Evaluation Committee Summary

The Committee agreed that both respondents were very capable companies and could perform well in the Leon County area. Both Omniflight and Air Methods made excellent and informative presentations. The Evaluation Committee's selected Air Methods, Inc. for the following reasons: 1) Availability of a spare aircraft; 2) Air Methods possesses proven ability to function efficiently in an independent full service model required by Leon County, performing all requisite services: aircraft, aircraft maintenance, medical, dispatch, billing and collection, as a single entity; 3) Air Methods, Inc. is a company of sufficient size and capital to maintain a substantial inventory of replacement aircraft parts and maintains automated aircraft maintenance logs for the timely scheduled replacement of aircraft parts as per Manufacturer's recommended maintenance schedules; 4) It was the Committee's opinion that Air Methods' system of centralized dispatch would present opportunities for reduction in response times; 5) The strength of the Air Methods, Inc., financial statements suggested their ability to perform air ambulance

services in the Leon County market without governmental subsidy for the long term; 6) The Committee observed that Omniflight was in possession of superior local knowledge of local topography and flying conditions; 7) The Committee acknowledged the report that Omniflight's new owners had infused \$3,000,000 in new capital into the company; 8) Concern was expressed however, on the recent sale of Omniflight and the attendant uncertainty that surrounds a change in ownership. All factors considered, the Evaluation Committee selected Air Methods, Inc., to move forward to the negotiations process.

Issue IV. The Negotiations Process. Mr. Long and Mr. Roberts stated that the negotiations team would be named by the County Administrator and that the final agreement would be reviewed by the Evaluation Committee, as well as other County Departments. The Evaluation Committee suggested that the negotiations team consider the following: 1) That the contract specify a "complaint" procedure; 2) that the current employees of TMH EMS Air Flight be give first right of refusal on employment opportunities; 3) that the County be represented at Safety Meeting; and 4) that the contract that contractor provide the County with a history of the Aircraft.

Issue V. Establishment of Date and Time for next Committee meeting. After discussion, the Committee decided to meet subject to the call of the Chair. Mr. Roberts will provide public notice of the meeting.

There being no further business of the Committee, upon motion of Mr. Long, duly seconded, the meeting adjourned.